

FIG. 1

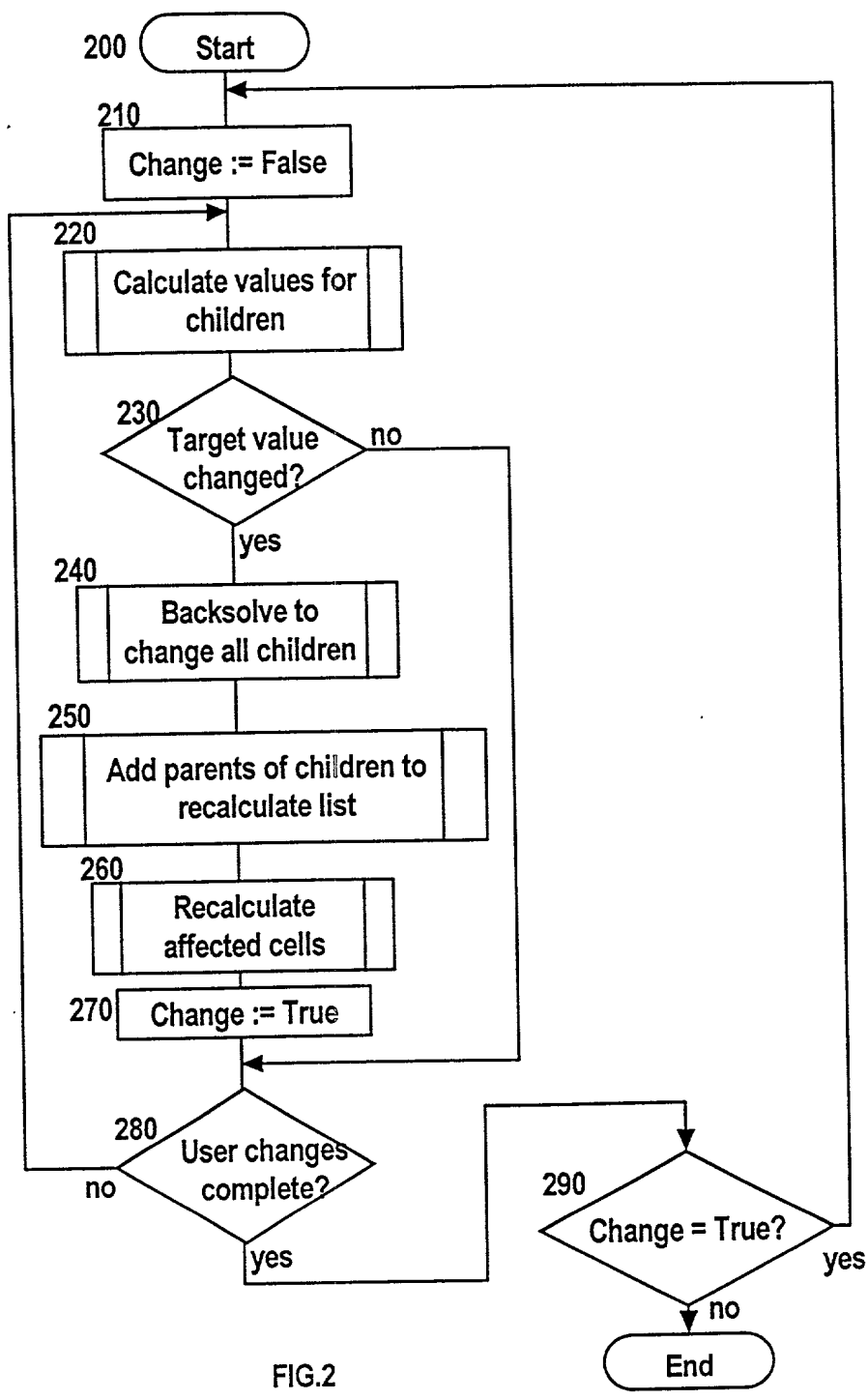


FIG.2

	301	302	303	304	305
	Q1	Q2	Q3	Q4	Annual
310 Quantity	Locked 320	Back-solved Value 321	Back-solved Value 322	Back-solved Value 323	Calculated Value R2 324
311 Price	Locked 330	Locked 331	Locked 332	Back-solved Value 333	Calculated Value R4 334
312 Sales (= Price * Quantity)	Calculated Value R3 340	Calculated Value R3 341	Calculated Value R3 342	Calculated Value R3 343	User estimate R1 344

R1: Annual Sales=Q1 sales + Q2 Sales + Q3 Sales + Q4 Sales
R2: Annual Quantity sold= Q1 Quantity + Q2 Quantity + Q3 Quantity + Q4 Quantity
R3: Quarterly Sales = Quarterly Quantity * Quarterly Price
R4: Assumed Price = Annual Sales/Annual Quantity.

FIG. 3

FIG 4

	500	502	504	506	508
	Q1	Q2	Q3	Q4	Year
510	2.0	2.0	2.0	2.0	8.0
	511	512	513	514	515
520	2.0	2.0	2.0	2.0	8.0
	521	522	523	524	525
530	4.0	4.0	4.0	4.0	16.0
	531	532	533	534	535
	North America				

FIG. 5